Doing Business with DARPA*

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Disclaimer: This presentation offers general guidance. Information found in official documents overrides anything here!

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Since 1958 DARPA has served as “DoD’s primary innovation engine”

DARPA's mission is to maintain the technological superiority of the U.S. military while preventing strategic surprise

DARPA funds researchers in industry, universities, government labs and elsewhere to conduct high-risk, high-reward research to develop technologies that enhance U.S. national security
DARPA Research Proposal Processes: BAAs/RAs

Broad Agency Announcements (BAAs) / Research Announcements (RAs)

• “The Government encourages the submission of new and innovative ideas in response to … government-initiated solicitations.”
• See also Federal Acquisition Regulation (FAR) Subpart 15.6 Unsolicited Proposals

Program-Specific BAAs

• The primary mechanism DARPA uses to solicit research proposals
• Addresses a specific research topic of interest to DARPA
• DARPA Programs typically run from 6 months to 5 years

“Office-Wide” BAAs

• Covers a broad range of topics
• Used primarily for new study efforts
  • You have a great idea that you want to explore
  • Relatively small (< $1M), short (1 year)
  • Should have the potential to turn into a program if successful
• As a practical matter, you should coordinate with DARPA before writing the proposal: talk to a PM or Office Director!
Where Can You Find DARPA BAA’s

DARPA Website: http://darpa.mil
FedBizOpps: https://www.fbo.gov/
1. DARPA publishes a “Program-Specific” or “Office-Wide” BAA (D-Day)
2. Proposer’s Day (D+14)
3. Proposals submitted to DARPA (D+45)
4. Source selection (D+60)
5. Notifications (D+70)
6. Contract Negotiations and Contract Award (D+130)
7. Program Kickoff (D+140)
**Small Business Innovation Research Program (SBI R) Program**

- SBI R program budget: 2.5% of DARPAs R&D budget
- Provides opportunities for small businesses to participate in government R&D
- The goals of the SBI R Program are to:
  - Stimulate technological innovation
  - Use small business to meet Federal R&D needs
  - Foster participation by socially and economically disadvantaged small business concerns (SBCs) and by SBCs that are 51% owned and controlled by women
- 3 Solicitations per year

**Small Business Technology Transfer (STTR) program**

- STTR Budget: 0.3% percent of DARPAs R&D budget
- Program intent is to stimulate partnerships between innovative small businesses and research institutions (Universities, FFRDCs, DoD Labs, etc.)
- 2 Solicitations per year

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For more information:

DoD SBI R Program: [https://www.dodsbir.net/](https://www.dodsbir.net/)
SBI R/STTR ListServ: [sbir-subscribe@listserv.dodsbir.net](mailto:sbir-subscribe@listserv.dodsbir.net)
The DARPA Young Faculty Award Program

Program Objective: To identify and engage rising stars in junior faculty positions, emphasizing those without prior DARPA funding, and expose them to DoD needs and DARPA's program development process.

The long term goal of the YFA program is to develop the next generation of academic scientists, engineers, and mathematicians who will focus a significant portion of their career on DoD and National Security issues.

YFA Solicitations are typically posted to FedBizOpps in December.
DARPA Program Managers (PMs)

- DARPA Program Managers (PMs) serve for 2-5 years.

- PMs can be either Government Employees or can be “on loan” through the Intergovernmental Personnel Act (IPA) Mobility Program.

- If you or someone you know is interested in serving their country and the research community, please contact me, another DARPA PM, or a DARPA Office Director.

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